

# Largest genuinely Brazilian fast-food chain implements SonicWall

Company adopts SonicWall in its data centers, factories and more than 450 stores to centrally protect and manage its business chain



## Customer profile



<b>Company</b>	Habib's
<b>Industry</b>	Retail/Fast-Food
<b>Country</b>	Brazil
<b>Employees</b>	Over 10,000
<b>Website</b>	<a href="http://www.habibs.com.br">www.habibs.com.br</a>

Habib's, the largest genuinely Brazilian fast-food chain, emerged in 1988 in the capital of São Paulo, combining a varied menu with an extremely affordable pricing policy. The result was the expansion and consolidation of the brand as one of the largest and most respected food chains in Brazil and worldwide.

With 29 years of history and more than 22,000 employees, Habib's has units in 18 states and in the Federal District, and has offices, facilities, industries, production and distribution centers located in strategic regions of Brazil.

Its delivery system is considered one of the most advanced in Latin America, with more than 3 million orders per year.

Throughout its existence, more than 9 billion "Bib'sfihás", the flagship of the brand, have already been consumed. The chain's Information Technology infrastructure has a team of 25 professionals, led by Claudio Marassi, the area Superintendent.

## Challenge

Habib's, the largest fast-food chain specializing in Arabic food in the world, had the challenge of building a flexible infrastructure that could support its continued growth adding security layers and guaranteeing good performance. All of this within a cost structure aligned with its business goals.

"Adding special services aligned with all security requirements for both internal users and our customers have always been a priority for our IT department, which moves forward aligned with the demands imposed by the dynamics of our business."

Claudio Marassi, IT Superintendent  
Habib's

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### Habib's network security context

During its expansion process, the fast-food company faced important challenges related to its network infrastructure and, consequently, security aspects and requirements, which should provide high performance and protection to connect the data center topology with its more than 450 stores and data centers.

The two data centers - one in Rio de Janeiro and the other in São Paulo - were revitalized years ago. Since then, an innovative integration and connectivity project, comprising secured data traffic related to the services provided and in-store operations, has been put in place to improve data flow and mitigate disruptions in critical systems such as billing, inventory and logistics.

All this with the main goal of guaranteeing an improvement in productivity, without adding unnecessary costs, a sensitive factor for any retailer of any size that wishes to remain competitive.

According to Marassi, the greatest challenge at that time was to ensure a sustainable growth of this expansion in terms of technology, with complete eye in regards of information security requirements, and no limit to actions or speed as the business progressed and critical processes were developed within the company.

Above all, the main premise highlighted from the outset of this important project was that the benefits associated with this new connectivity and network security infrastructure should generate significant financial return, so that the project would be paid part of reducing unnecessary operating costs and the other, improving the productivity of critical processes

The scenario of online security, exacerbated by the explosion of Ransomware attacks, required a special attention from IT executives and a consistent response at a strategic level within the context of data protection and network security between Habib's stores, data centers and factories.

In addition, these security features should extend to all employees and senior executives, who are considered potential attack vectors.

All this for the provision of wired and wireless networks, which are responsible for mobile services in some stores and drive-thrus, and to ensure the security of smartphones, laptops and tablets. “Adding special services in light of the security requirements for both internal users and our customers has been always a priority for our IT department, which moves forward aligned with the demands imposed by the dynamics of our business.” states Marassi.

### A business plan focused on security and connectivity

As part of this complex scenario and fully in line with the needs of the fast-food chain, Habib's has expanded its infrastructure of firewalls and for more than six years has been using SonicWall solutions, which today ensure secure connectivity between stores, headquarters and factories, providing a significant volume of data traffic with high performance.

As a result of this partnership, based on mutual commitment and focused on the excellence of services provided to end customers, other SonicWall security solutions are now in use by Habib's.

At first, SonicWall next-generation firewalls helped extend the connection between restaurants and headquarters that previously operated off-line or through MPLS networks. TZ Series security appliances (TZ SOHO and TZ 105) were adopted at the restaurants.

Security appliances NSA 5600 are used at the headquarters and the two data centers, and the NSA 2400 are used in Habib's supply factories, which securely connect through a Virtual Private Network (VPN). “This year we have completed the implementation of the SonicWall TZ Series firewalls in all of our more than 450 restaurants. In addition, new security features have been implemented continuously since 2015.”, states Marassi.

## Centralized management and integration of security features against threats

Based on the premise that the project should pay for itself with the proposed topology, everything should be centrally integrated and managed, including the various security features and firewall policies. All this operated from the Habib's data center with the added simplicity of implementation and maintenance of this huge and complex network environment.

In this context, SonicWall was chosen for adding maximum security features with a very low total cost of ownership, which also includes the scalability of the SonicWall security infrastructure that serves Habib's today.

Equipped with SonicWall's NSA 5600s the company's data centers are fully integrated to ensure high availability and secure the connectivity between restaurants, factories and the central office. This topology ensures a centralized management of the security policies through next-generation firewalls, which direct all traffic to the headquarters, with secure connectivity of Electronic Funds Transfers (EFT) with Habib's financial providers.

Stores, which previously operated off-line, now have SonicWall TZ Series firewalls that perform full multi-link traffic control, ensure the redundancy and resiliency needed by networks that have a growing traffic volume, and new franchises that open every day. And this security, connectivity and services infrastructure are also part of the benefits that franchisees gain from Habib's.

## Partnership focused on security

The solid partnership between SonicWall and Habib's has led to new implementation of security solution. Today, all email boxes from their employees count with a dedicated appliance to protect the email communication with a solution provided by SonicWall, which is integrated with the SonicWall Capture, a sandbox that protects against unknown and zero-day threats, and also provides data loss prevention and email encryption. In addition, several real-time protection techniques against spoofing, spam, phishing, viruses and other threats are also applied to guarantee protection and also keep in line compliance requirements.

Another important part of the success of this project was led by Tradesys, a SonicWall partner in Brazil, which has been operating in the market since 1988, bringing its experience in advanced technologies focused on security, meeting varied demands and supporting Habib's results in this project.

According to Rogério Silva, Tradesys CEO, "the SonicWall solution brought virtually 100% of availability to Habib's operation, using its Internet links." Previously, this was an unthinkable scenario, since all data traffic from critical systems were carried over MPLS, which were not redundant and in some cases impacting directly the operation of their stores.

"The implementation of SonicWall firewalls under the defined topology solved major productivity bottlenecks of these systems, ultimately eliminating unavailability problems which helped immensely and resulted in a more efficient operation for the stores," concludes Silva.

"The new solution solved major productivity bottlenecks of these systems, ultimately eliminating problems of systems that were previously inoperative, which greatly aided the operation"

Rogério Silva, CEO  
Tradesys  
[www.tradesys.com.br](http://www.tradesys.com.br)



SonicWall NSA 5600, Mid-Range Firewalls

## Looking to the future: security and high performance aligned with low TCO

In a scenario of complete insecurity related to Internet traffic, the project implemented by Habib's with the SonicWall network security solutions demonstrates the feasibility of adopting advanced security technologies within a structured project, in particular, aligned with a total cost of ownership adjusted for extremely competitive sectors such as fast-food, where Habib's is inserted, and where every penny might determine how profitable profitability (or otherwise) of a successful retail operation.

It's clear that SonicWall's next-generation firewall in conjunction with the email security appliances and the SonicWall Capture capabilities have proven that security projects in a widely distributed networks are feasible of providing return on investments where performance, real-time security features, and low cost of ownership could walk together.

## Main benefits

- Secure and support to high volume of data traffic between their headquarters, data centers, restaurants and factories;
- Data center load balancing and protection;
- Security for corporate emails, including features against persistent and zero-day threats;
- Network stability and resilience;
- Network security with integrated resources;
- Centralized management along all stores, central office, data centers and factories to fully ensure security standards
- Reduced TCO, aligned with the cost structure of store and franchising owners.

## Products & Services

### Next-Generation Firewalls

[SonicWall NSA 5600](#)

[SonicWall NSA 2400](#)

[SonicWall TZ Series](#)

### Other SonicWall Solutions

[SonicWall Email Security Appliances](#)

[SonicWall Capture APT](#)

### Services

[SonicWall Partner: Tradesys Consulting and Professional services](#)

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